

Message Text

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PAGE 01 STATE 175839

11

ORIGIN COME-00

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COM/BIC/OIM (INFO)

STATE-AF/C-RKPYLE (INFO)

----- 070872

R 251703Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY BUJUMBURA

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E.O. 11652: N/A

TAGS: BEXP, BY

SUBJECT: MAJOR PROJECT: BURUNDI TRANSPORTATION STUDY

1. LOUIS BERGER INTERNATIONAL INC., LEADING AMERICAN ENGINEERING COMPANY, CONTACTED MAJOR EXPORT PROJECTS DIVISION REGARDING SUBJECT STUDY CONTRACT WITH APPROXIMATE VALUE 700,000 DOLLARS TO 1 MILLION DOLLARS (DEPENDING UPON SELECTION METHODOLOGY). BERGER INFORMED US IT, WITH BCEOM OF FRANCE, HAD BEEN SELECTED BY THE GOB MINISTRY OF TRANSPORTATION TO CONDUCT STUDY BUT NEGOTIATIONS ON PRICE

ARE NOT COMPLETE. FIRM IS CONCERNED THAT GOB NEGOTIATING WITH FRANCO-GERMAN CONSORTIUM SCET/DIWI IN EFFORT OBTAIN MORE FAVORABLE TERMS AT LAST MINUTE. SINCE BERGER FEELS ITS GROUP VERY NEAR SETTLEMENT WITH GOB IT WOULD APPRECIATE APPROPRIATE EMBASSY SUPPORT AND ASSISTANCE FOR ITS EFFORTS CLOSE DEAL.

2. BERGER REPRESENTATIVE, JOHANNES SMETS, PLANS VISIT BUJUMBURA IN NEAR FUTURE FOR MEETINGS WITH MINISTRY. HE

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PAGE 02 STATE 175839

WILL CALL UPON POST TO DISCUSS SITUATION IN DETAIL AND

REQUEST EMBASSY USE ITS GOOD OFFICES TO SUPPORT BERGER
EFFORT. APPRECIATE ALL APPROPRIATE ASSISTANCE FOR U.S.
COMPETITOR. KISSINGER

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NNN

Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: buchant0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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Margaret P. Grafeld
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